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NYC Sanitation and Waste Management Host M/WBE Forum

Second Annual Forum Highlights DSNY Extending Contracting Opportunities within Sanitation Industry

Last week, the New York City Department of Sanitation, in partnership with Waste Management, held the second annual M/WBE Forum. More than 200 people attended the event, which provided Minority and Women-owned Business Enterprise (M/WBE) firms an opportunity to explore upcoming contracting opportunities, exchange ideas and develop relationships.

Forum attendees met with NYC Sanitation's procurement staff, Waste Management's project and procurement staff, numerous primes contractors in various fields (e.g., IT, Construction, Professional Services), and other M/WBE contractors. Vendors also had the opportunity to interact with NYC Small Business Services to become M/WBE certified and learn about the resources the City provides to M/WBEs. Lastly, Sanitation invited the Excelsior Growth Fund to assist M/WBEs with loans for their City contracts, as obtaining capital can be one of their biggest challenges.

In an effort to increase contracting opportunities for M/WBEs, this year's forum introduced NYC Sanitation's enhanced M/WBE program that featured one-on-one networking sessions with vendors in selectively targeted industries based on its newly created Business Capability Statements to help identify M/WBE vendors that appear to have the capacity and work experience needed to meet potential contract requirements. The Statement, completed prior to the event, helped the Department categorize each M/WBE by their inherent strengths and corporate capabilities, and better match them with open opportunities.

"Having been certified since 2016, as a female minority entrepreneur, I'm so pleased to see all these initiatives that the city is putting forth to help us get our businesses in front of the right audience. Thank you!" SHIEN-RU TSAO, Founder + Principal Ideator, COMMIT TO GREEN Inc.

The new M/WBE program will present continuous workshops to build vendor capacity and its launch included a Forum panel, "Best Practices on Networking to Prime Vendors."

"As an M/WBE supplier throughout the five boroughs, Naughton Energy was really honored that DSNY asked me to be a panelist at this year's Forum. We hope our discussion provided

businesses with relevant information to assist their growth in the waste disposal industry. We look forward to attending future events with DSNY,” said J. Rory Naughton, COO of Naughton Energy Corp.

“This year’s forum worked to engage M/WBEs of all sizes to address the City’s waste disposal challenges,” said Kevin V.G. Wells, the Department’s recently appointed Chief Supplier Diversity Officer. “Our program’s goal is to focus on certified-M/WBE vendors’ accessibility to contract opportunities not only within our agency, but also with our vendor partners. This Forum is proof that we’re moving in the right direction based on the increased number of exhibitors from 14 last year to 20 this year and they all are seeking M/WBEs.”

During the first Forum last year, the Department of Sanitation, Waste Management, and prime Sanitation contractors made \$17 million in city and private contracting opportunities available to M/WBEs. More than 140 vendors attended last year, providing attendees with opportunities to make meaningful and valuable connections. The forum led to \$12 million in city contracts awarded to M/WBEs, and many enrolled in Waste Management’s Supplier Registration Portal.

Sanitation will continue its commitment to the M/WBE program. Learn more about the Department of Sanitation’s M/WBE vendor opportunities [online](#).

About the New York City Department of Sanitation

The Department of Sanitation (DSNY) keeps New York City healthy, safe and clean by collecting, recycling and disposing of waste, cleaning streets and vacant lots, and clearing snow and ice. The Department operates 59 district garages and manages a fleet of more than 2,000 rear-loading collection trucks, 450 mechanical brooms and 695 salt/sand spreaders. The Department clears litter, snow and ice from approximately 6,500 miles of City streets and removes debris from vacant lots as well as abandoned vehicles from City streets.